



REPLACEMENT SHEET

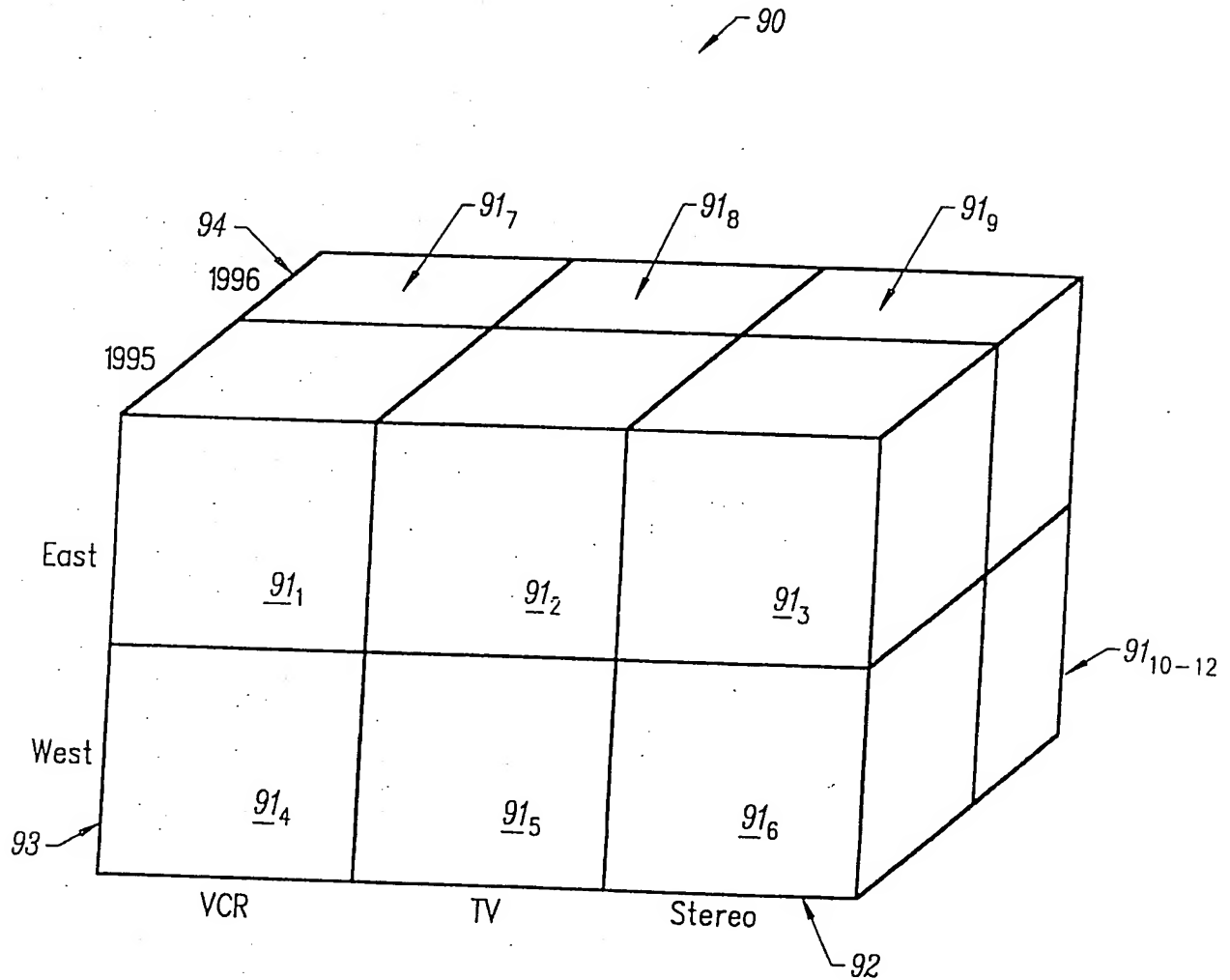


FIG. 1A
(Prior Art)

		1995				1996			
		VCR	TV	Stereo	VCR	TV	Stereo		
East	103	101 ₁	101 ₂	101 ₃	101 ₇	101 ₈	101 ₉		
West		101 ₄	101 ₅	101 ₆	101 ₁₀	101 ₁₁	101 ₁₂		

FIG. 1B
(Prior Art)

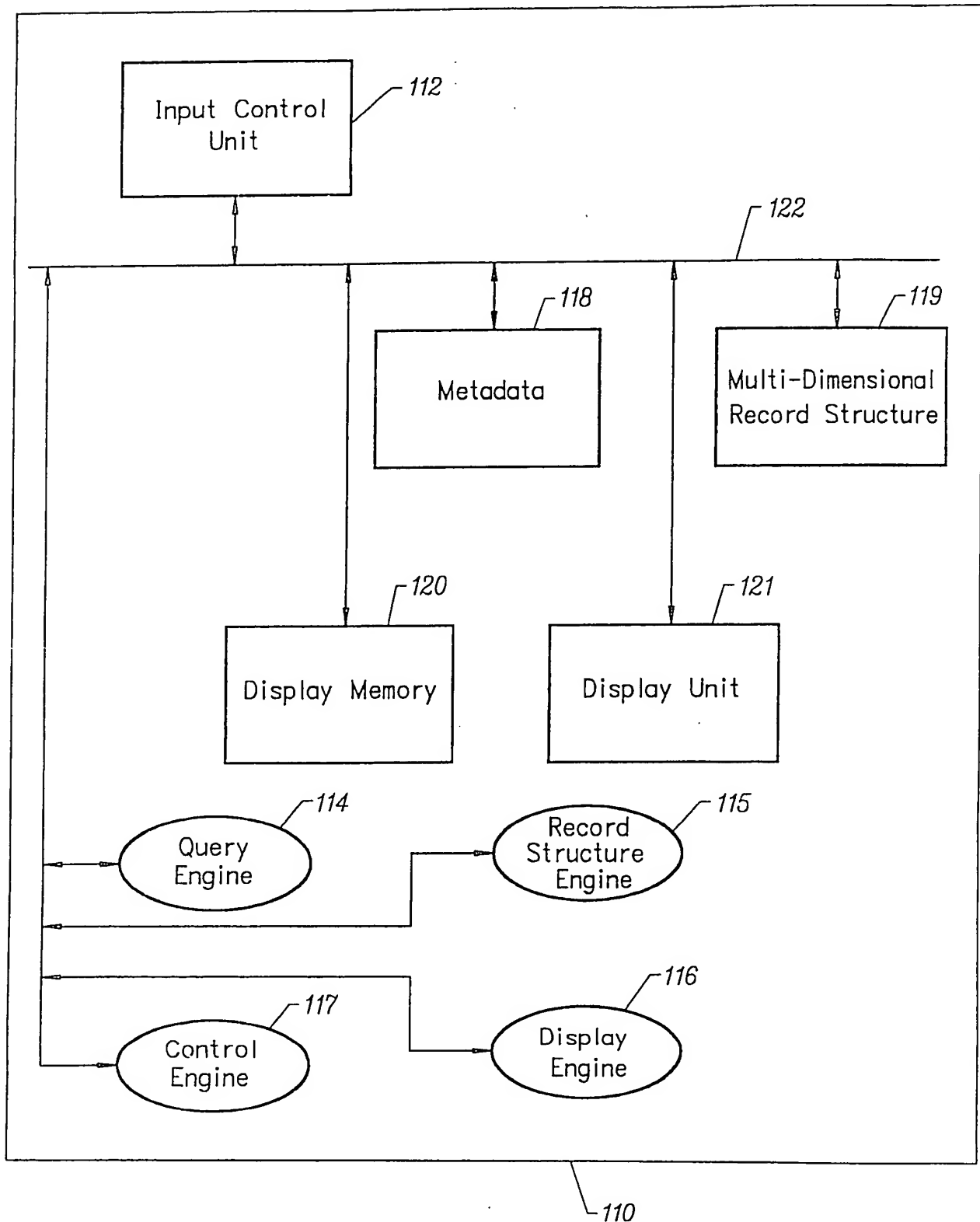


FIG. 2
(Prior Art)

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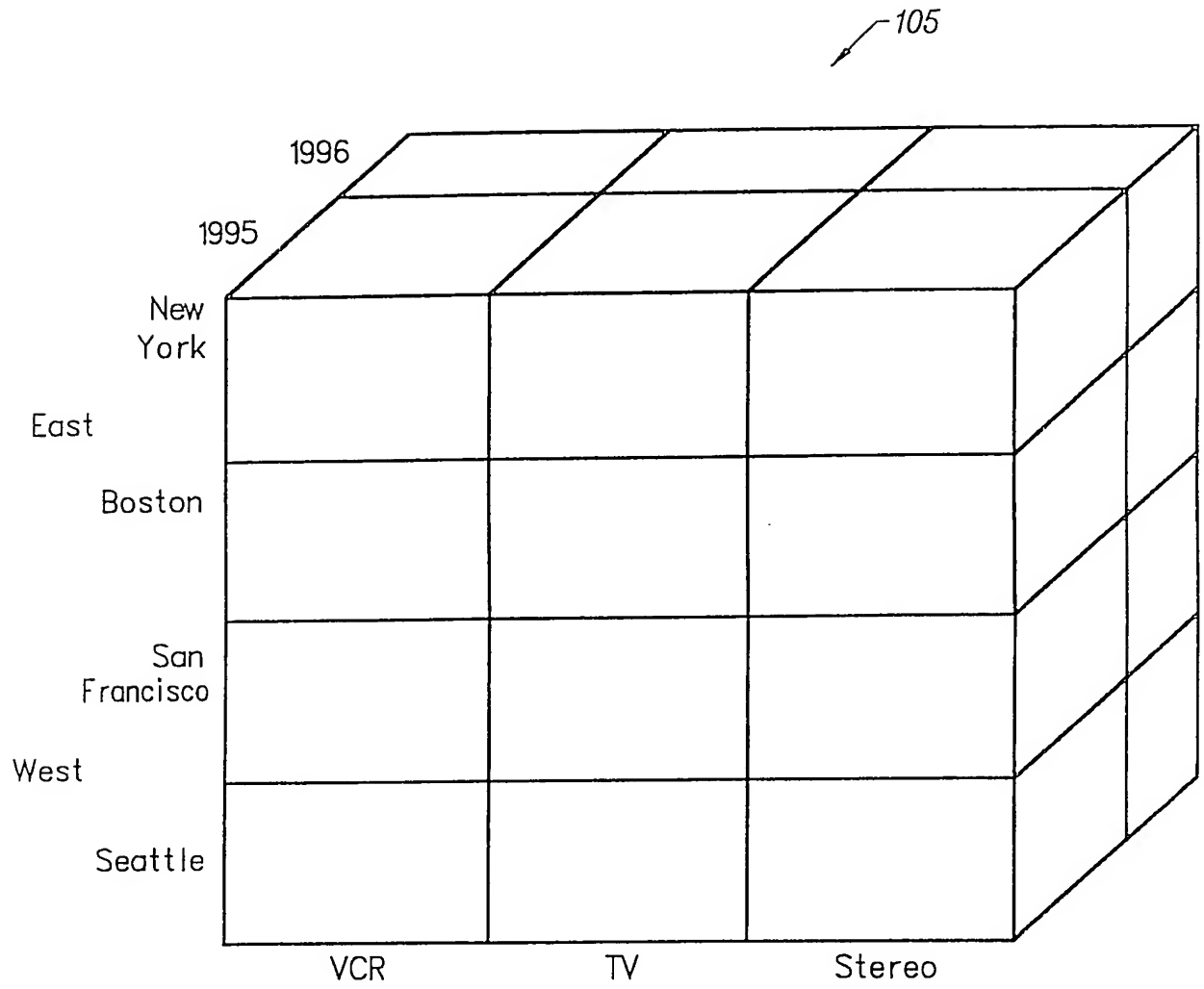
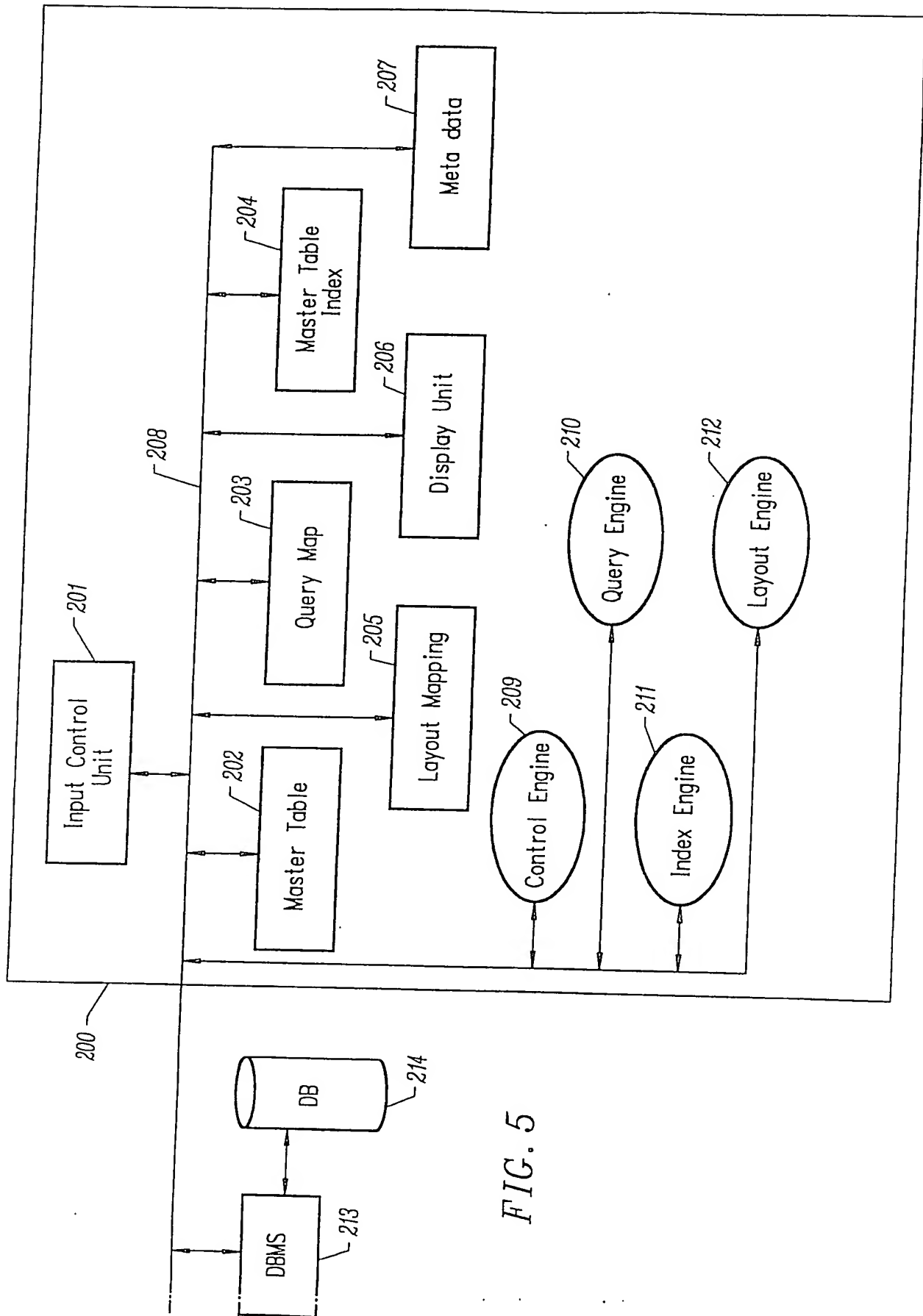


FIG. 3
(Prior Art)

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	New York	Boston	San Francisco	Seattle
East				
West				

FIG. 4



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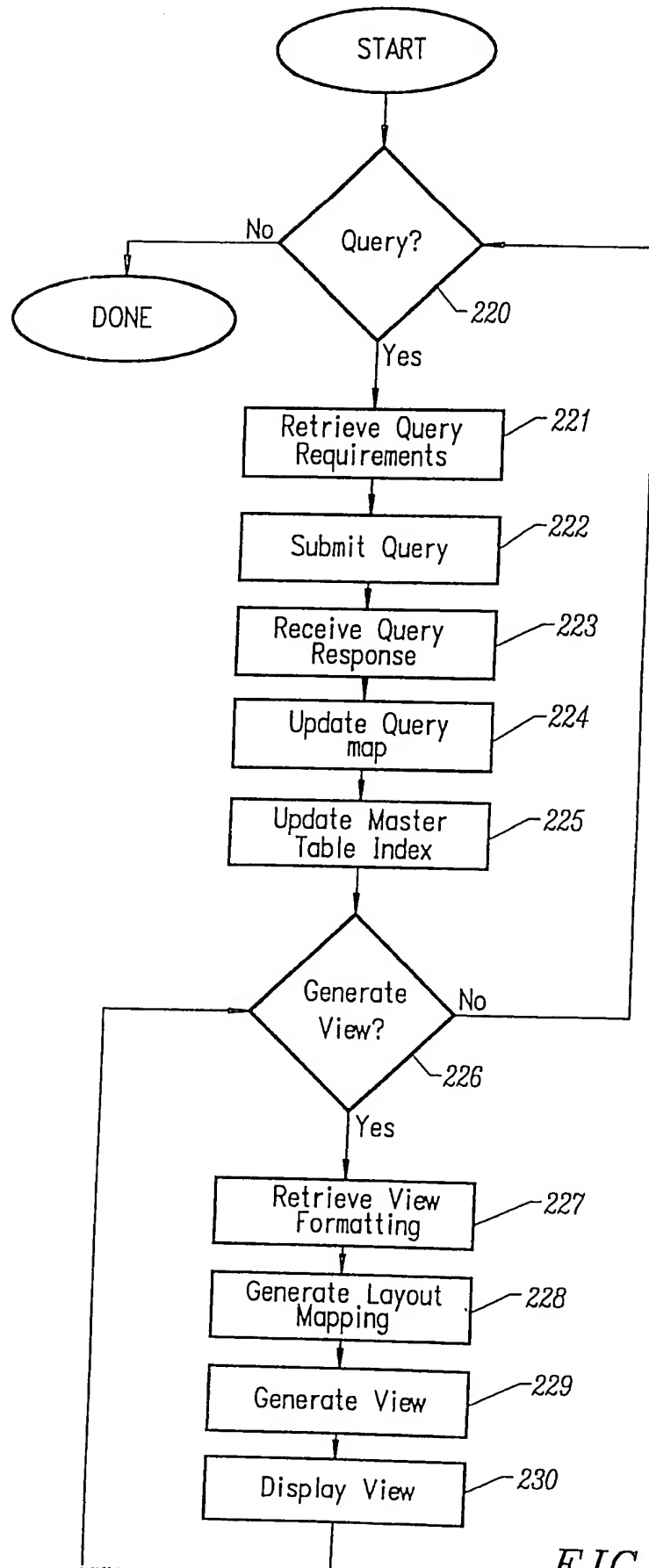


FIG. 6A

REPLACEMENT SHEET

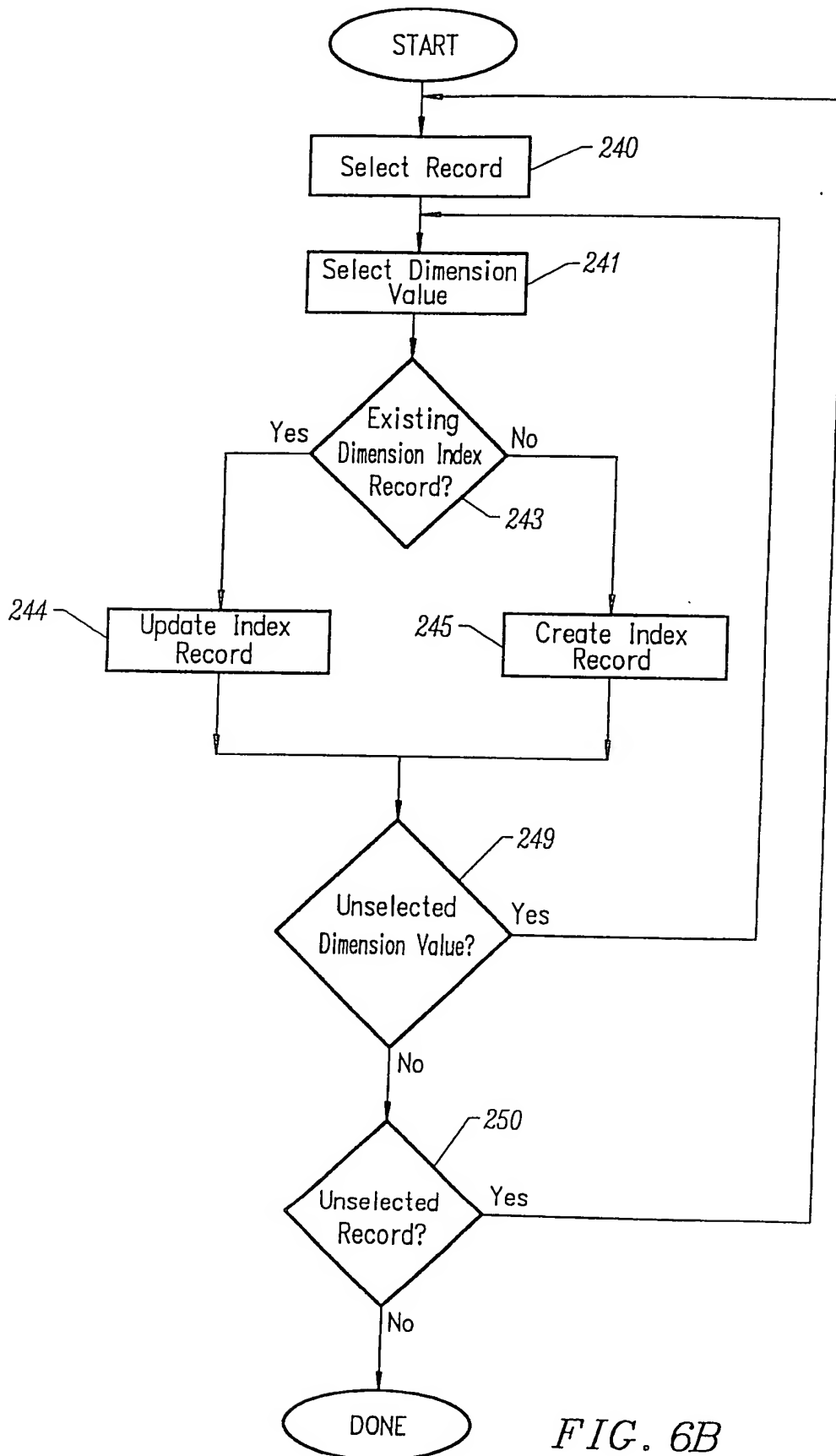


FIG. 6B

REPLACEMENT SHEET

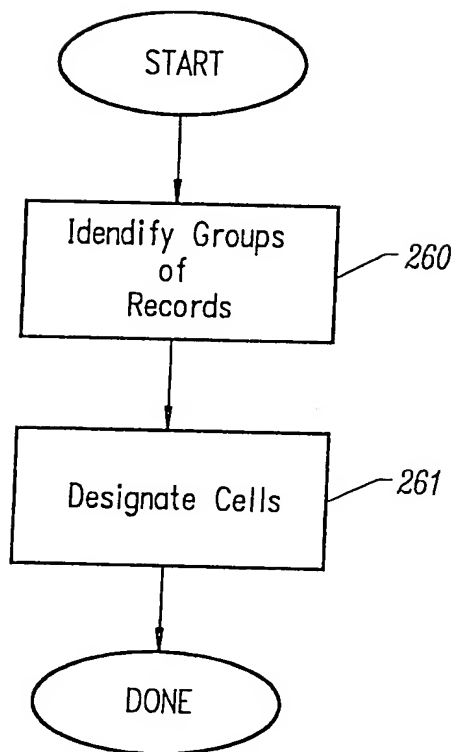
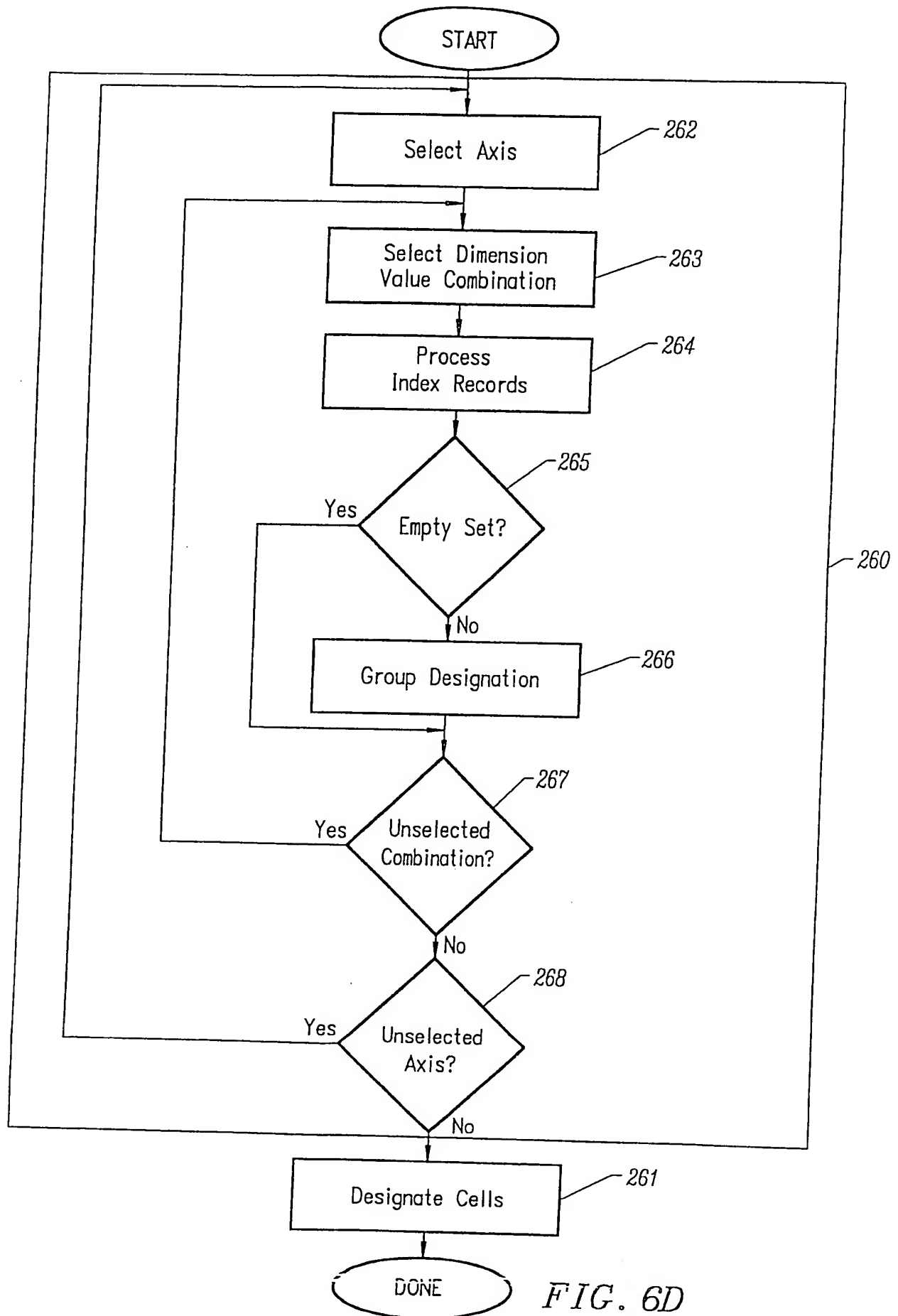


FIG. 6C

REPLACEMENT SHEET



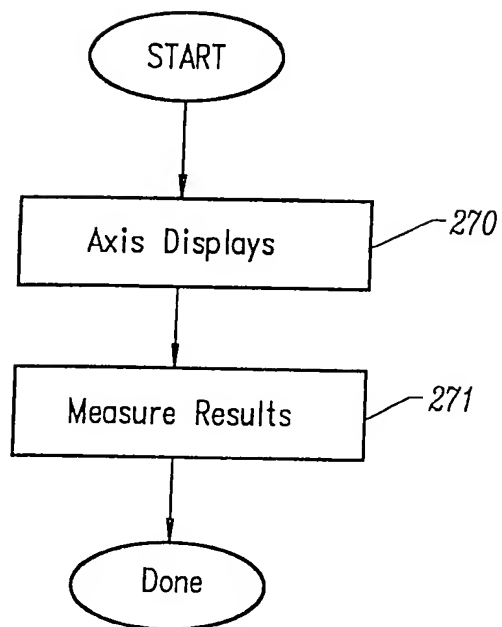
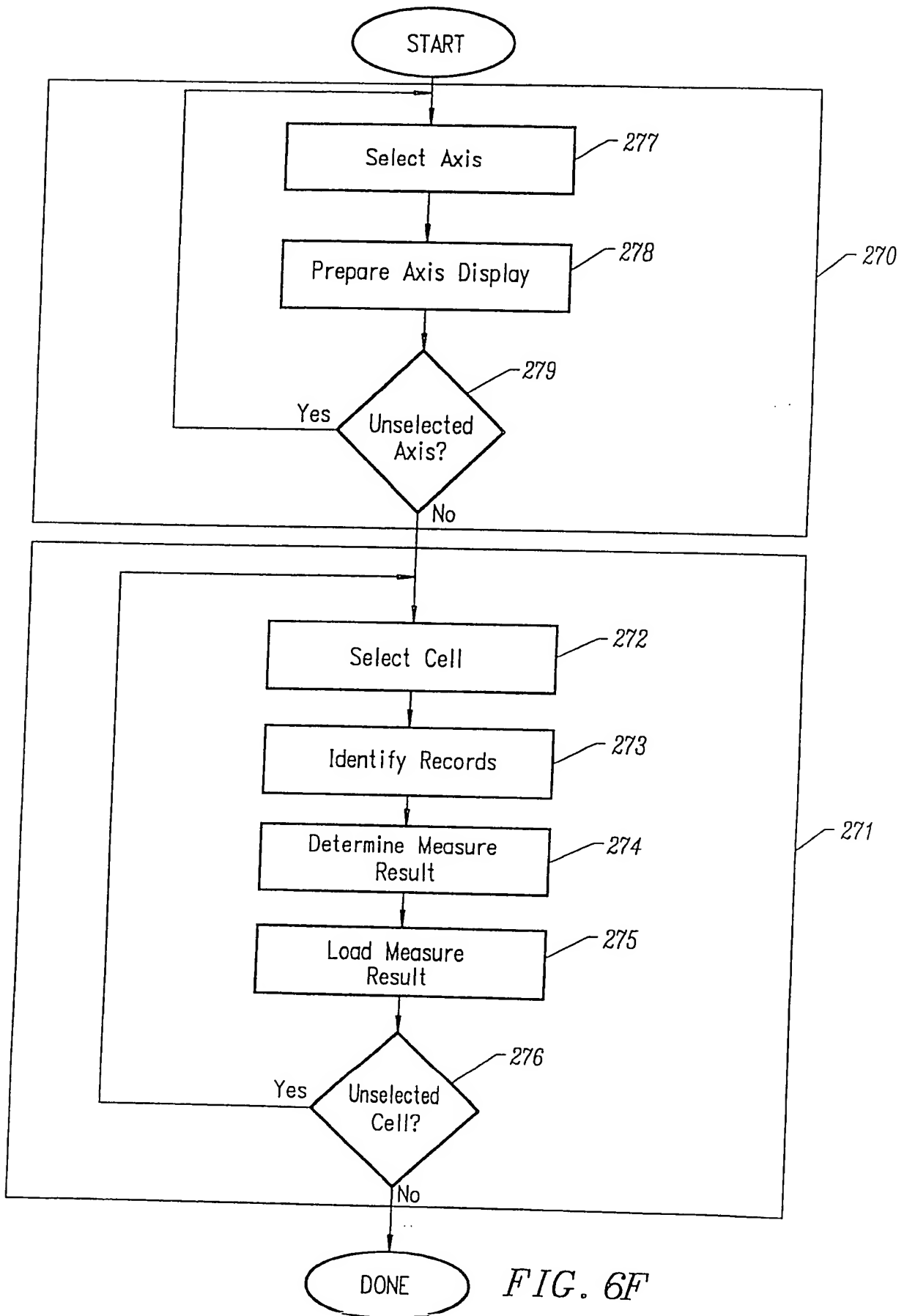


FIG. 6E

REPLACEMENT SHEET



REPLACEMENT SHEET

MASTER TABLE				
Q#: R#	Year	Region	Product	Sales(\$)
Q1:1	1995	East	VCR	\$50,000
Q1:2	1995	East	TV	\$40,000
Q1:3	1995	West	VCR	\$50,000
Q1:4	1995	West	TV	\$30,000
Q1:5	1996	East	VCR	\$60,000
Q1:6	1996	East	TV	\$50,000
Q1:7	1996	East	Stereo	\$20,000
Q1:8	1996	West	VCR	\$50,000
Q1:9	1996	West	TV	\$40,000
Q1:10	1996	West	Stereo	\$10,000

FIG. 7A

QUERY MAP	
Query 1	Year, Region, Product, Sales(\$)

FIG. 7B

MASTER TABLE INDEX		
Dimension	Dimension Value	Query: Records
Year	1995	Q1: 1-4
Year	1996	Q1: 5-10
Region	East	Q1: 1-2, 5-7
Region	West	Q1: 3-4, 8-10
Product	VCR	Q1: 1, 3, 5, 8
Product	TV	Q1: 2, 4, 6, 9
Product	Stereo	Q1: 7, 10

FIG. 7C

	Group 1H	Group 2H	Group 3H	Group 4H	Group 5H
Group 1V	332 ₁	332 ₂	332 ₃	332 ₄	332 ₅
Group 2V	332 ₆	332 ₇	332 ₈	332 ₉	332 ₁₀

FIG. 8

	1995	1996
VCR	TV	VCR
East	\$50,000	\$40,000
West	\$50,000	\$30,000

FIG. 9

REPLACEMENT SHEET

MASTER TABLE				
Q#: R#	Year	Region	Product	Sales(\$)
Q1: 1	1995	East	VCR	\$50,000
Q1: 2	1995	East	TV	\$40,000
Q1: 3	1995	West	VCR	\$50,000
Q1: 4	1995	West	TV	\$30,000
Q1: 5	1996	East	VCR	\$60,000
Q1: 6	1996	East	TV	\$50,000
Q1: 7	1996	East	Stereo	\$20,000
Q1: 8	1996	West	VCR	\$50,000
Q1: 9	1996	West	TV	\$40,000
Q1: 10	1996	West	Stereo	\$10,000

Q#: R#	Year	Region	Sales Office	Product	Sales(\$)
Q2: 1	1995	East	New York	VCR	\$25,000
Q2: 2	1995	East	Boston	VCR	\$25,000
Q2: 3	1995	East	New York	TV	\$10,000
Q2: 4	1995	East	Boston	TV	\$30,000
Q2: 5	1996	East	New York	VCR	\$30,000
Q2: 6	1996	East	Boston	VCR	\$20,000
Q2: 7	1996	East	Philadelphia	VCR	\$10,000
Q2: 8	1996	East	New York	TV	\$10,000
Q2: 9	1996	East	Boston	TV	\$30,000
Q2: 10	1996	East	Philadelphia	TV	\$10,000
Q2: 11	1996	East	New York	Stereo	\$10,000
Q2: 12	1996	East	Boston	Stereo	\$5,000
Q2: 13	1996	East	Philadelphia	Stereo	\$5,000

FIG. 10A

REPLACEMENT SHEET

QUERY MAP	
Query 1	Year, Region, Product, Sales(\$)
Query 2	Year, Region(East), Sales Office, Product, Sales(\$)

FIG. 10B

MASTER TABLE INDEX		
Dimension	Dimension Value	
Year	1995	Q1: 1-4 Q2: 1-4
Year	1996	Q1: 5-10 Q2: 5-13
Region	East	Q1: 1-2, 5-7 Q2: 1-13
Region	West	Q1: 3-4, 8-10
Product	VCR	Q1: 1, 3, 5, 8 Q2: 1-2, 5-7
Product	TV	Q1: 2, 4, 6, 9 Q2: 3-4, 8-10
Product	Stereo	Q1: 7, 10 Q2: 11-13
Sales Office	New York	Q2: 1, 3, 5, 8, 11
Sales Office	Boston	Q2: 2, 4, 6, 9, 12
Sales Office	Philadelphia	Q2: 7, 10, 13

FIG. 10C

REPLACEMENT SHEET

341 ↗ ↖ 340

	Group 1H	Group 2H	Group 3H	Group 4H	Group 5H
Group 1V	342 ₁	342 ₂	342 ₃	342 ₄	342 ₅
Group 2V	342 ₆	342 ₇	342 ₈	342 ₉	342 ₁₀
Group 3V	342 ₁₁	342 ₁₂	342 ₁₃	342 ₁₄	342 ₁₅

FIG. 11

344 ↗ ↖ 343

		1995		1996		
		VCR	TV	VCR	TV	Stereo
East	New York	\$25,000	\$10,000	\$30,000	\$10,000	\$10,000
	Boston	\$25,000	\$30,000	\$20,000	\$30,000	\$5,000
	Philadelphia	N/A	N/A	\$10,000	\$10,000	\$5,000
West		\$50,000	\$30,000	\$50,000	\$40,000	\$10,000

FIG. 12

↗ 351 ↖ 350

	Group 1H	Group 2H
Group 1V	352 ₁	352 ₂
Group 2V	352 ₃	352 ₄

FIG. 13

354 ↗ ↖ 353

		1995	
		VCR	TV
East		\$50,000	\$40,000
West		\$50,000	\$30,000

FIG. 14

REPLACEMENT SHEET

MASTER TABLE						
Q#: R#	Year	Region	Product	Sales (\$)		
Q1: 1	1995	East	VCR	\$50,000	301 ₁	
Q1: 2	1995	East	TV	\$40,000	301 ₂	
Q1: 3	1995	West	VCR	\$50,000	301 ₃	
Q1: 4	1995	West	TV	\$30,000	301 ₄	
Q1: 5	1996	East	VCR	\$60,000	301 ₅	
Q1: 6	1996	East	TV	\$50,000	301 ₆	
Q1: 7	1996	East	Stereo	\$20,000	301 ₇	
Q1: 8	1996	West	VCR	\$50,000	301 ₈	
Q1: 9	1996	West	TV	\$40,000	301 ₉	
Q1: 10	1996	West	Stereo	\$10,000	301 ₁₀	
Q#: R#	Year	Region	Sales Office	Product	Sales(\$)	
Q2: 1	1995	East	New York	VCR	\$25,000	302 ₁
Q2: 2	1995	East	Boston	VCR	\$25,000	302 ₂
Q2: 3	1995	East	New York	TV	\$10,000	302 ₃
Q2: 4	1995	East	Boston	TV	\$30,000	302 ₄
Q2: 5	1996	East	New York	VCR	\$30,000	302 ₅
Q2: 6	1996	East	Boston	VCR	\$20,000	302 ₆
Q2: 7	1996	East	Philadelphia	VCR	\$10,000	302 ₇
Q2: 8	1996	East	New York	TV	\$10,000	302 ₈
Q2: 9	1996	East	Boston	TV	\$30,000	302 ₉
Q2: 10	1996	East	Philadelphia	TV	\$10,000	302 ₁₀
Q2: 11	1996	East	New York	Stereo	\$10,000	302 ₁₁
Q2: 12	1996	East	Boston	Stereo	\$5,000	302 ₁₂
Q2: 13	1996	East	Philadelphia	Stereo	\$5,000	302 ₁₃

FIG. 15A (1)

REPLACEMENT SHEET

MASTER TABLE (CONTINTUED)					
Q#: R#	Region	Year	Fiscal Period	Sales(\$)	Sales(U)
Q3: 1	East	1995	P1	\$20,000	100
Q3: 2	East	1995	P2	\$30,000	150
Q3: 3	East	1995	P3	\$20,000	100
Q3: 4	East	1995	P4	\$20,000	100
Q3: 5	West	1995	P1	\$10,000	50
Q3: 6	West	1995	P2	\$20,000	100
Q3: 7	West	1995	P3	\$30,000	150
Q3: 8	West	1995	P4	\$20,000	100
Q3: 9	East	1996	P1	\$30,000	150
Q3: 10	East	1996	P2	\$40,000	200
Q3: 11	East	1996	P3	\$30,000	150
Q3: 12	East	1996	P4	\$30,000	150
Q3: 13	West	1996	P1	\$20,000	100
Q3: 14	West	1996	P2	\$30,000	150
Q3: 15	West	1996	P3	\$30,000	150
Q3: 16	West	1996	P4	\$20,000	100

FIG. 15A (2)

QUERY MAP		
Query 1	Year, Region, Product, Sales(\$)	311
Query 2	Year, Region, Product, Sales Office, Sales(\$)	312
Query 3	Region, Year, Fiscal Period, Sales(\$), Sales(U)	313

FIG. 15B

REPLACEMENT SHEET

MASTER TABLE INDEX		
Dimension	Dimension Value	Query: Records
Year	1995	Q1: 1-4 Q2: 1-4 Q3: 1-8
Year	1996	Q1: 5-10 Q2: 5-13 Q3: 9-16
Region	East	Q1: 1-2, 5-7 Q2: 1-13 Q3: 1-4, 9-12
Region	West	Q1: 3-4, 8-10 Q3: 5-8, 13-16
Product	VCR	Q1: 1, 3, 5, 8 Q2: 1-2, 5-7
Product	TV	Q1: 2, 4, 6, 9 Q2: 3-4, 8-10
Product	Stereo	Q1: 7, 10 Q2: 11-13
Sales Office	New York	Q2: 1, 3, 5, 8, 11
Sales Office	Boston	Q2: 2, 4, 6, 9, 12
Sales Office	Philadelphia	Q2: 7, 10, 13
Fiscal Period	P1	Q3: 1, 5, 9, 13
Fiscal Period	P2	Q3: 2, 6, 10, 14
Fiscal Period	P3	Q3: 3, 7, 11, 15
Fiscal Period	P4	Q3: 4, 8, 12, 16

FIG. 15C

361 ↗

	Group 1H	Group 2H	Group 3H	Group 4H	Group 5H	Group 6H	Group 7H	Group 8H	360 ↗
Group 1V	362 ₁	362 ₂	362 ₃	362 ₄	362 ₅	362 ₆	362 ₇	362 ₈	
Group 2V	362 ₉	362 ₁₀	362 ₁₁	362 ₁₂	362 ₁₃	362 ₁₄	362 ₁₅	362 ₁₆	

FIG. 16

364 ↗

		1995				1996				363 ↗
		P1	P2	P3	P4	P1	P2	P3	P4	
East	Sales(\$)	\$20,000	\$30,000	\$20,000	\$20,000	\$30,000	\$40,000	\$30,000	\$30,000	
	Sales(U)	100 U	150 U	100 U	100 U	150 U	200 U	150 U	150 U	
West	Sales(\$)	\$10,000	\$20,000	\$30,000	\$20,000	\$20,000	\$30,000	\$30,000	\$20,000	
	Sales(U)	50 U	100 U	150 U	100 U	100 U	150 U	150 U	100 U	

FIG. 17

371 ↗

	Group 1H	Group 2H
Group 1V	372 ₁	372 ₂
Group 2V	372 ₃	372 ₄
Group 3V	372 ₅	372 ₆
Group 4V	372 ₇	372 ₈

↘ 370

FIG. 18

374 ↗

	1995	1996
P1	\$30,000	\$50,000
P2	\$50,000	\$70,000
P3	\$50,000	\$60,000
P4	\$40,000	\$50,000

↘ 373

FIG. 19

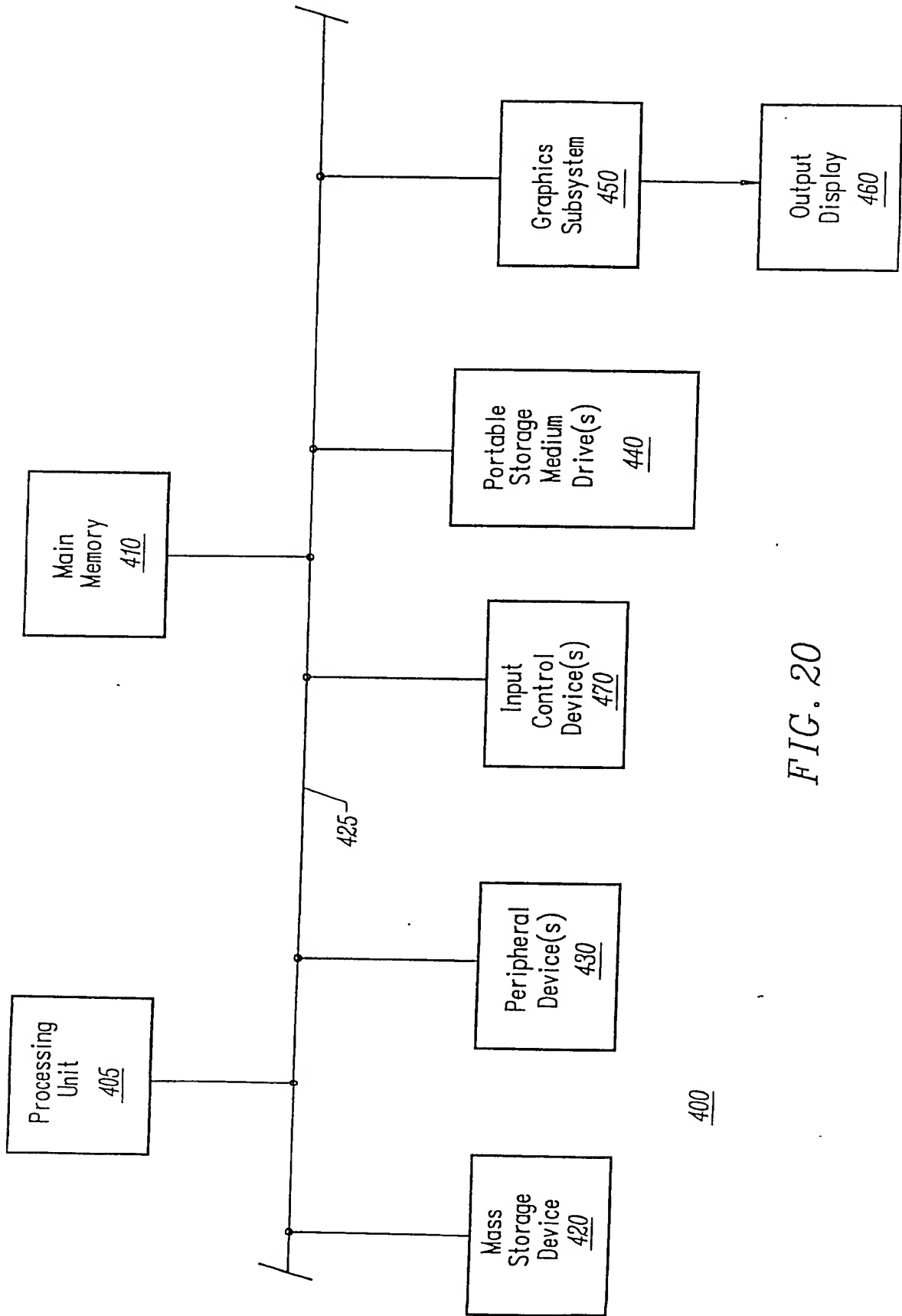


FIG. 20